

MANAGEMENT PRESENTATION

PT SUMBER ALFARIA TRIJAYA TBK.



JUNE 2025

A photograph of a modern interior space. On the left, there is a black leather armchair. In the center, a large arched window looks out onto a landscape with mountains. Three black chairs are positioned in front of the window. Two green pendant lights hang from the ceiling. The floor is light-colored and polished.

CONTENTS

- Macro & Industry Overview
- Business Performance
- Network & Distribution
- Sustainability

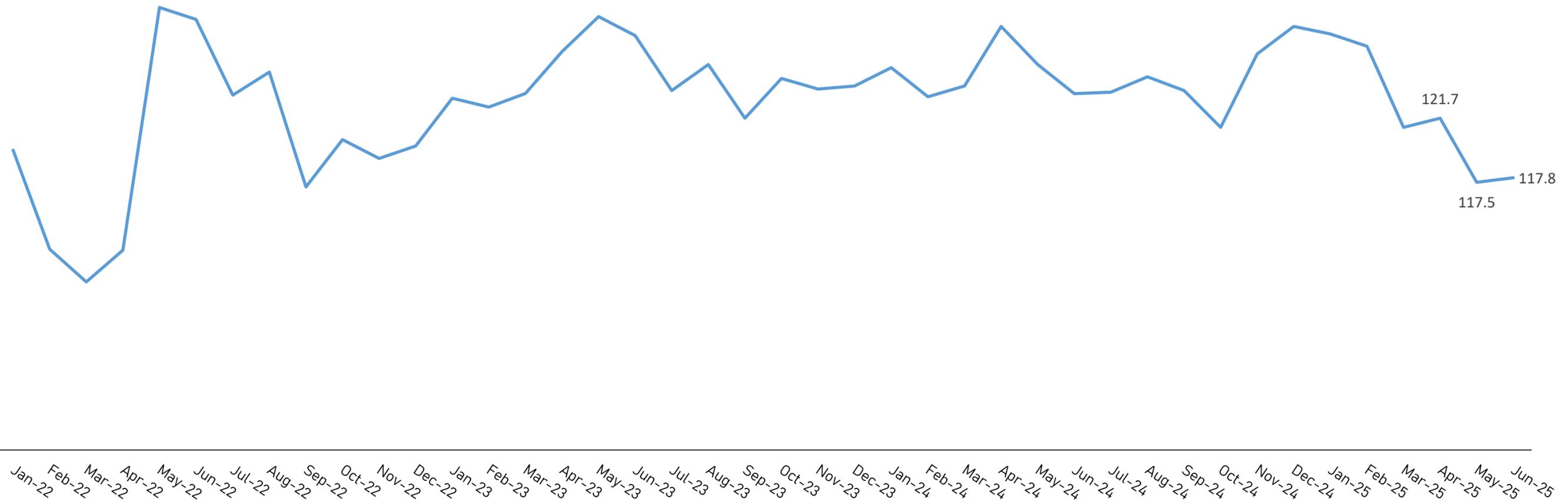
MACRO & INDUSTRY OVERVIEW



INDEX

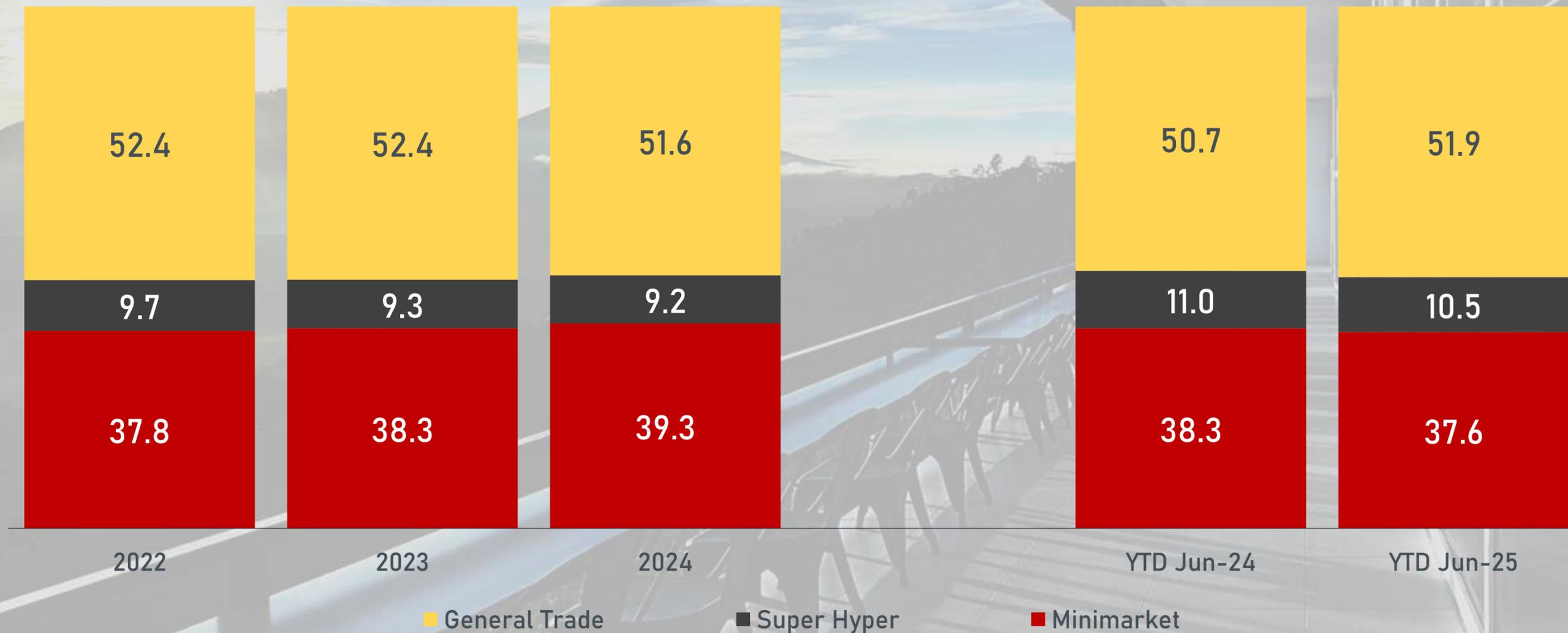
CONSUMER CONFIDENCE

Despite the deceleration observed in May–June 2025, consumer sentiment remains cautiously optimistic, indicating signs of stabilization, though a robust recovery in spending has yet to materialize.



Source: Bank Indonesia

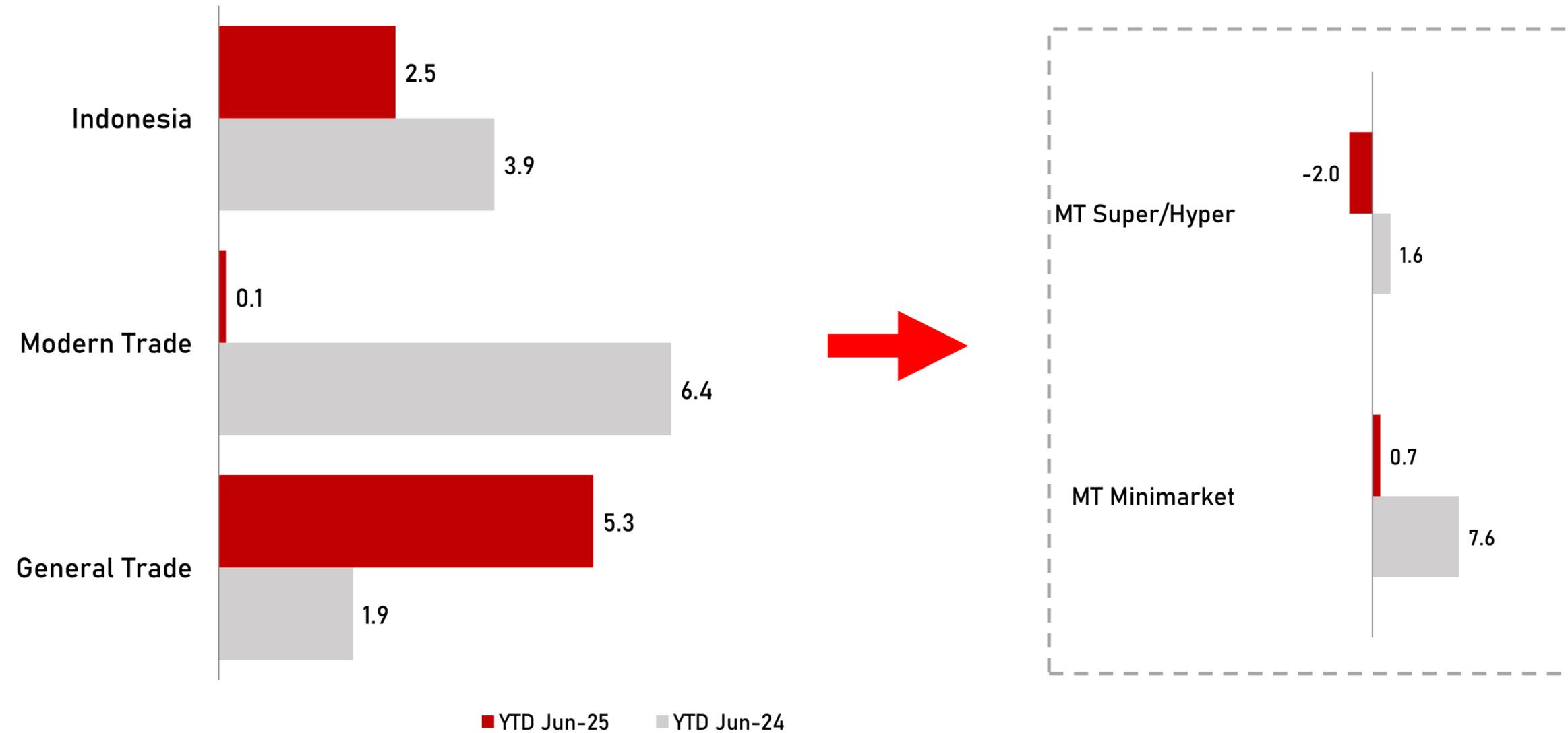
TRADE CHANNEL CONTRIBUTION



Source: NielsenIQ

INDONESIA

TOTAL GROCERIES GROWTH



Source: NielsenIQ

TREND

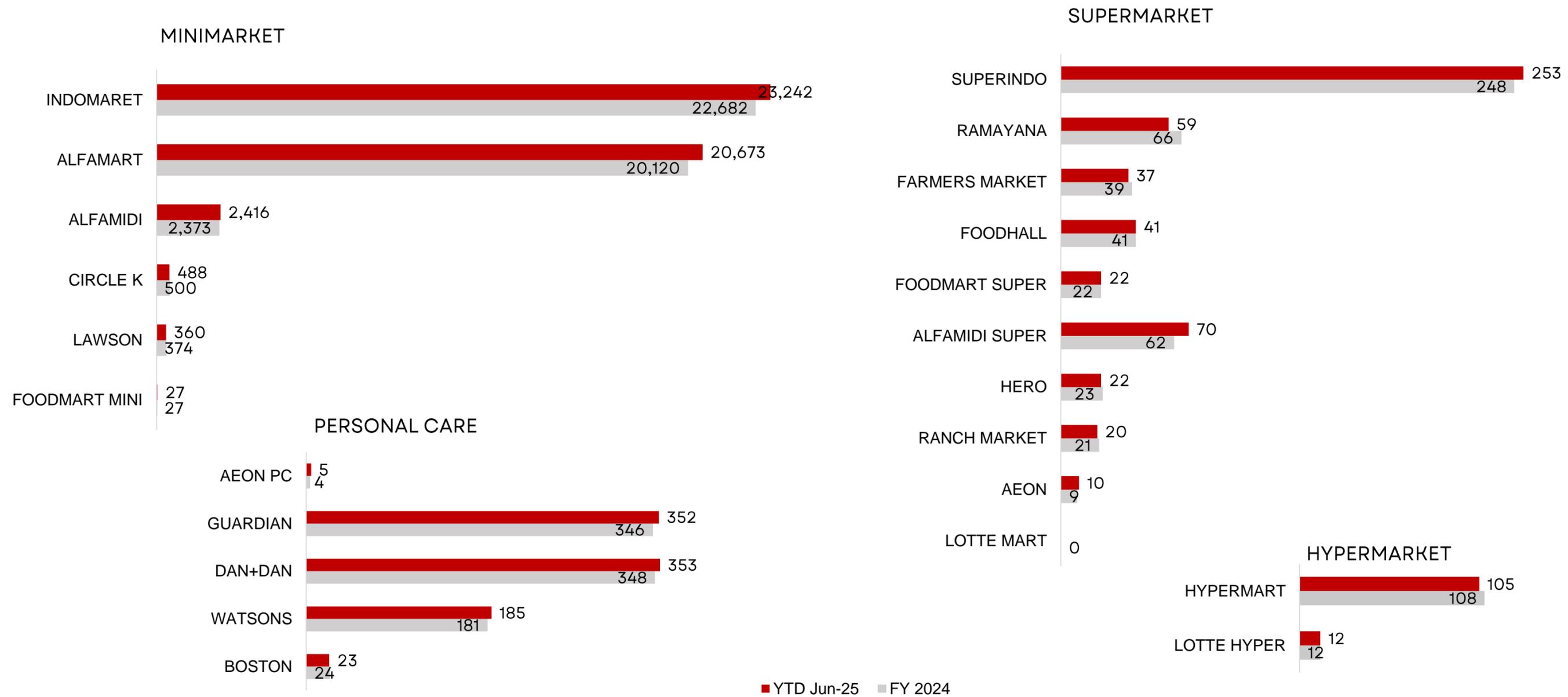
MARKET SHARE



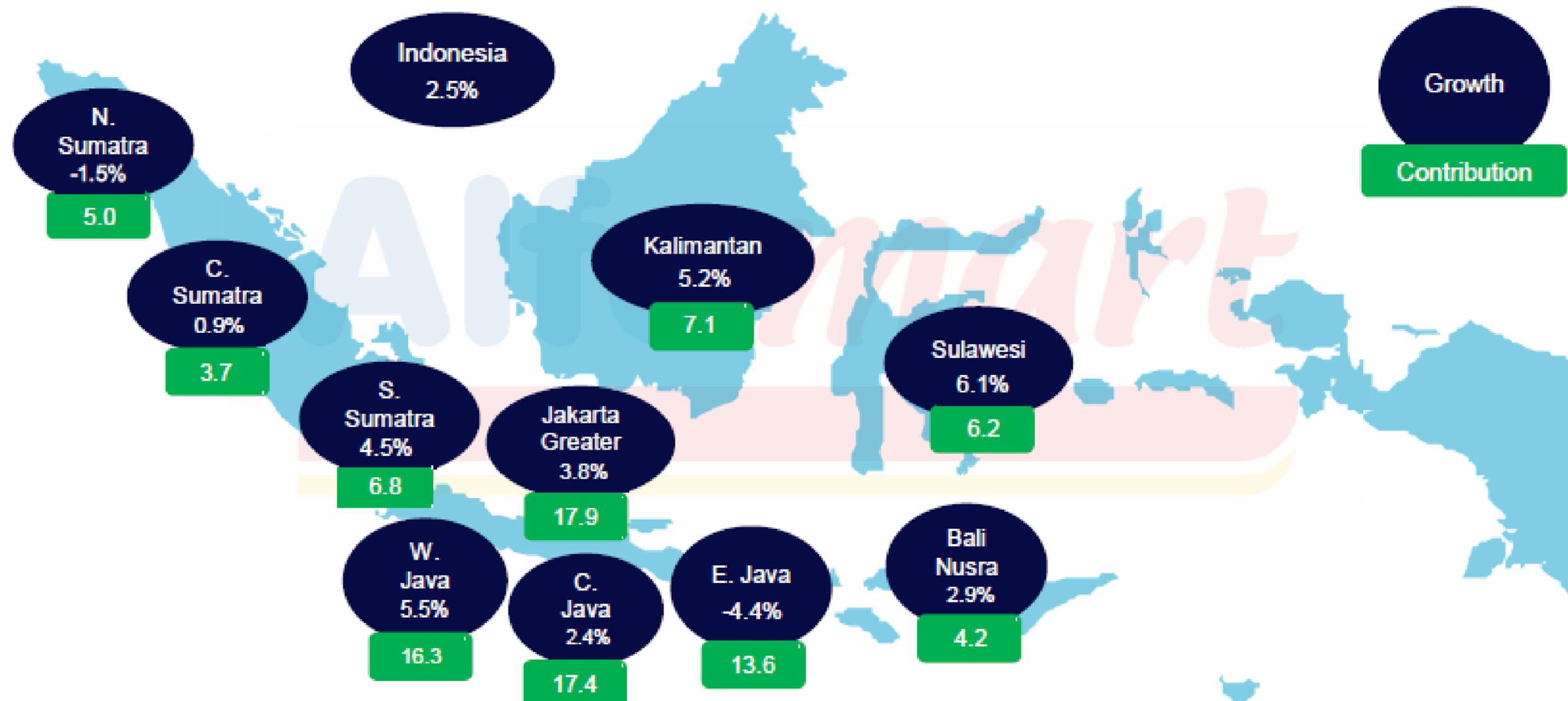
Source: NielsenIQ

INDONESIA

MT STORES

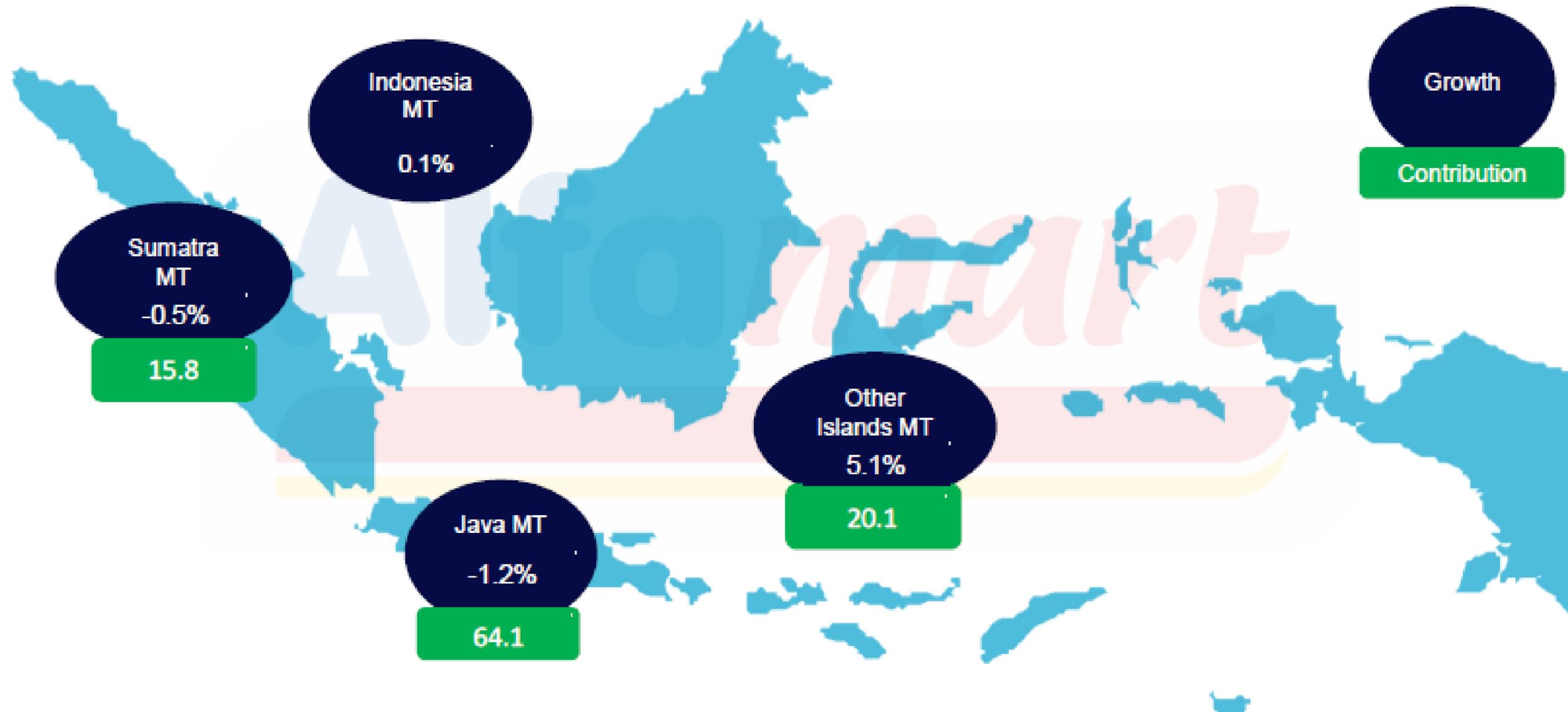


INDONESIA GROCERIES GROWTH



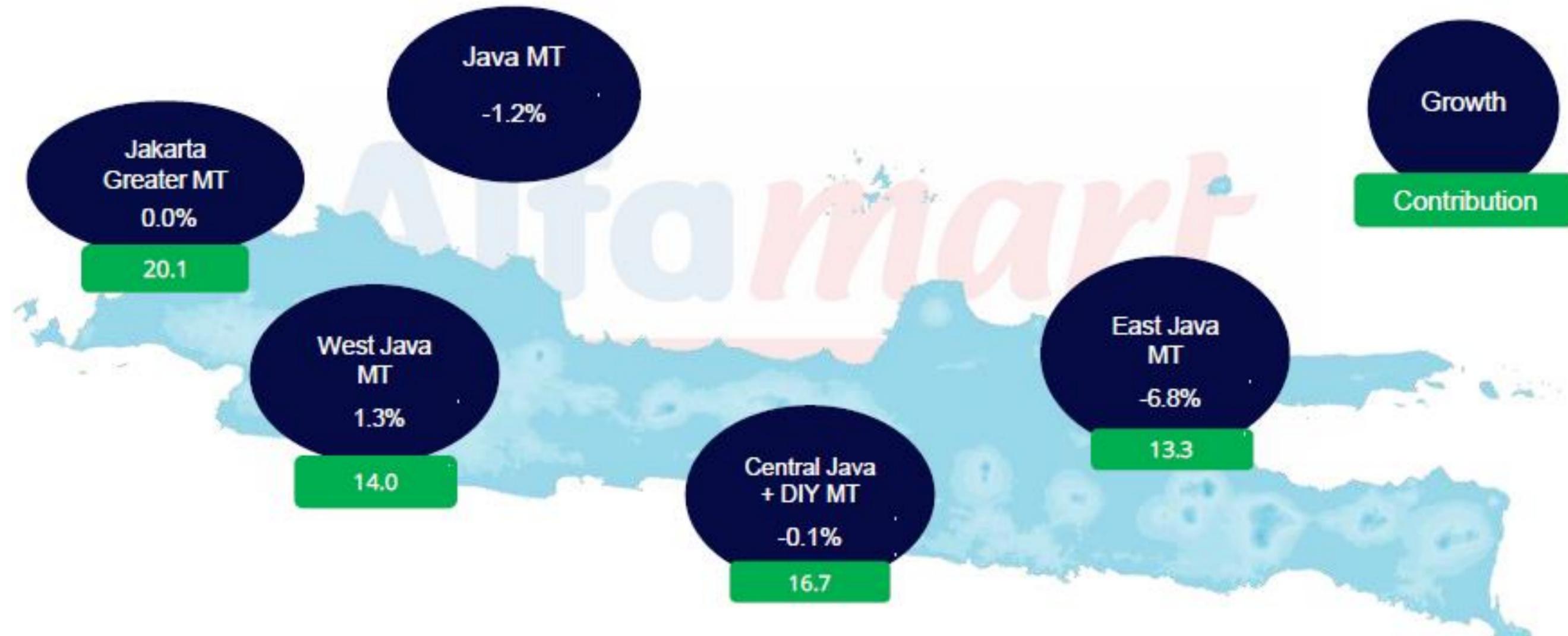
Sulawesi leads the growth while Java remains dominant in contribution.

BY REGION MT GROWTH



Other Islands show solid MT growth, despite slightly negative growth in Java and Sumatera.

JAVA MT GROWTH



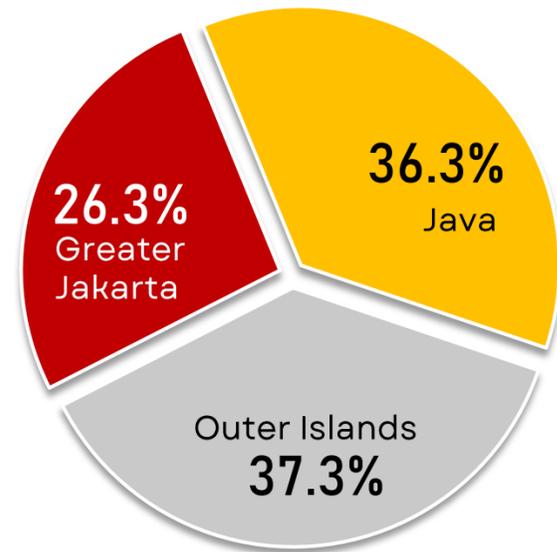
Java's MT contribution is strong, but growth trends are mixed.

BUSINESS **PERFORMANCE**

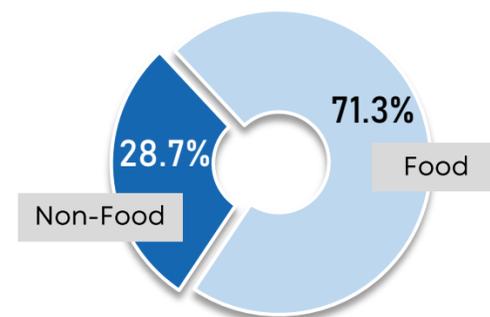
FINANCIAL HIGHLIGHTS

YTD JUN-25

Revenue by Region



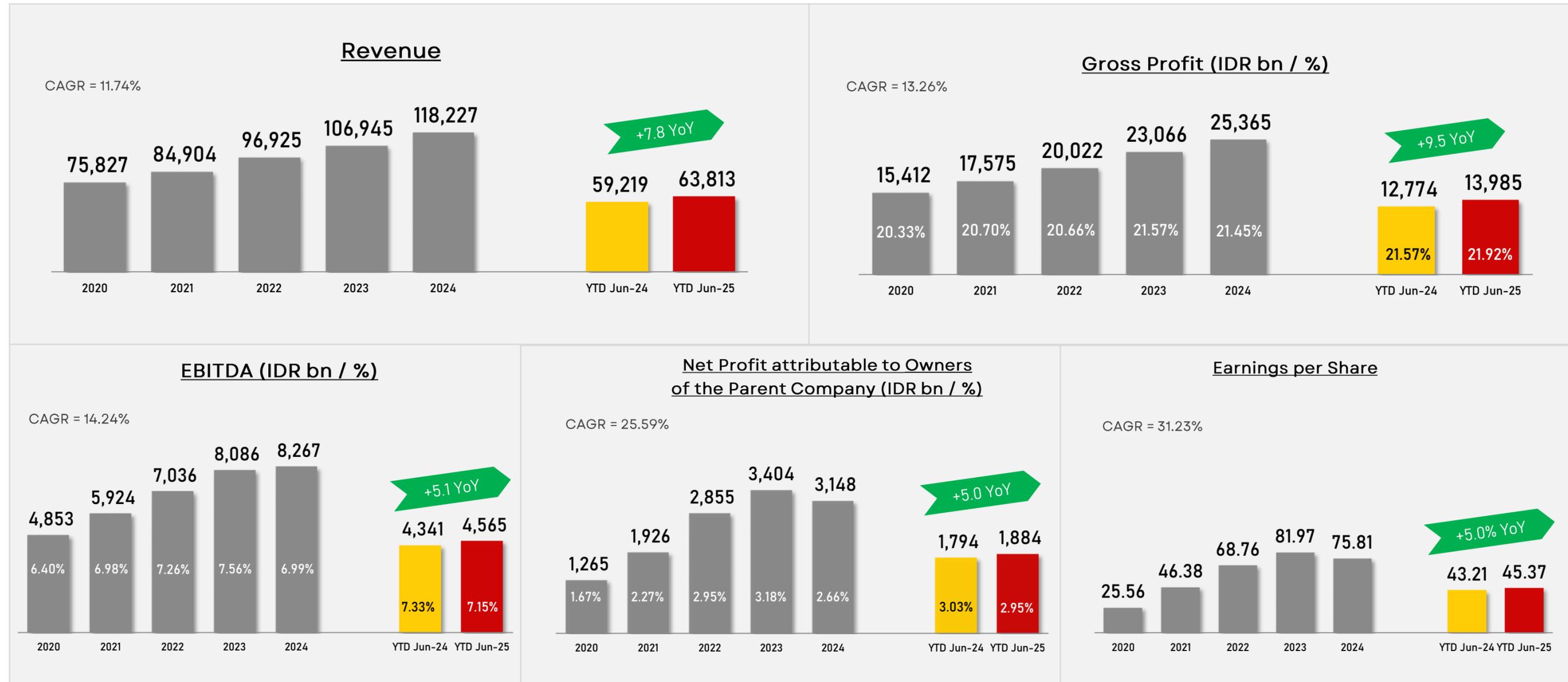
Revenue by Type



	2Q24	2Q25	Growth (YoY)	1H24	1H25	Growth (YoY)
Revenue	29,894	31,040	3.8%	59,219	63,813	7.8%
Gross Profit <i>GP Margin</i>	6,385 21.36%	6,813 21.95%	6.7%	12,774 21.57%	13,985 21.92%	9.5%
Operating Income <i>Op. Income Margin</i>	1,169 3.91%	1,106 3.56%	-5.4%	2,318 3.91%	2,366 3.71%	2.1%
Net Profit Att. <i>NP Margin</i>	904 3.02%	909 2.93%	0.5%	1,794 3.03%	1,884 2.95%	5.0%
EBITDA <i>EBITDA Margin</i>	2,199 7.36%	2,208 7.11%	0.4%	4,341 7.33%	4,565 7.15%	5.1%

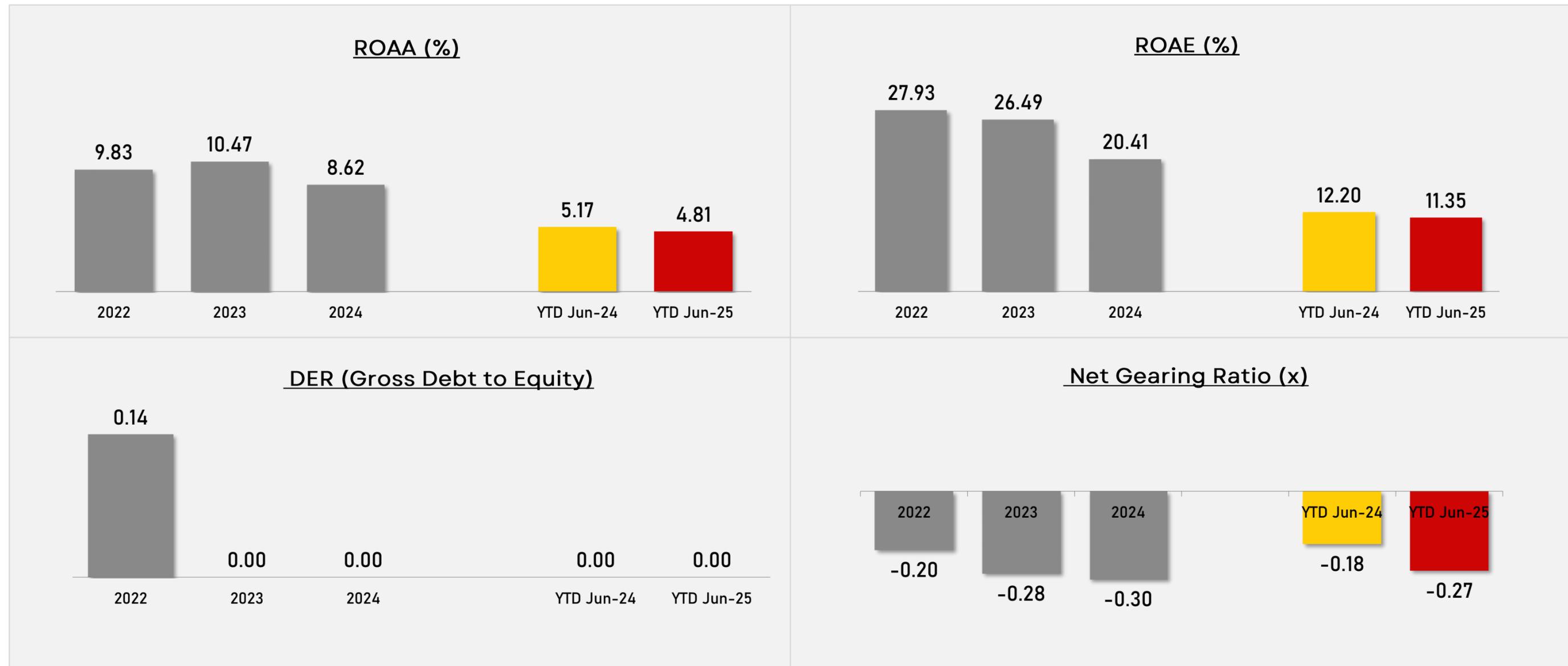
INCOME STATEMENT

YTD JUN-25



RATIOS

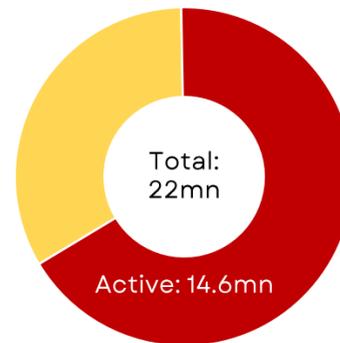
YTD JUN-25



ONLINE SALES YTD JUN-25

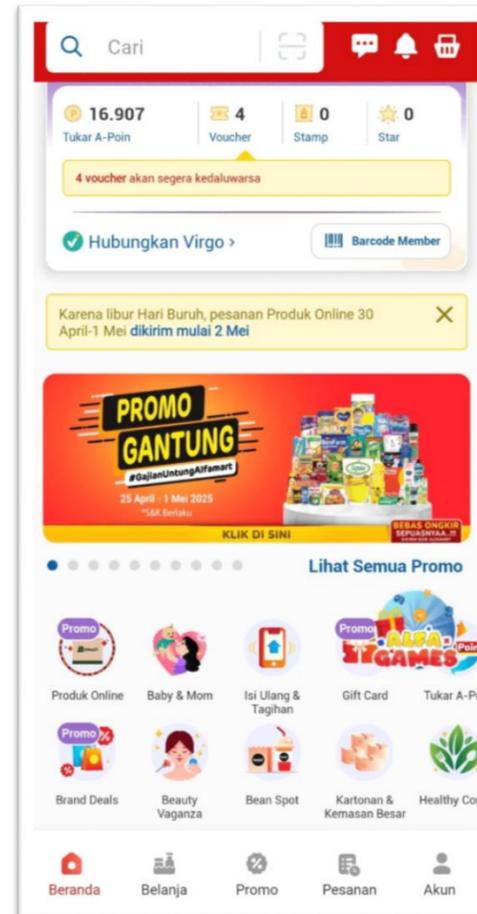
- YTD Jun-25, Online Sales accounted for ~8% of total Revenue, grew by ~34% YoY.
- Appointed ~3,000 stores as delivery points.
- Customers spend more than twice as much per transaction online compared to offline.
- Alfagift serves as a central pillar of our omnichannel strategy, complementing and extending the reach of our offline stores.

Members



- ❑ Active members grew by 19% YoY
- ❑ Generated 57% of total Revenue

Customer shops from Alfagift



Delivery ~30 mins-1 hour



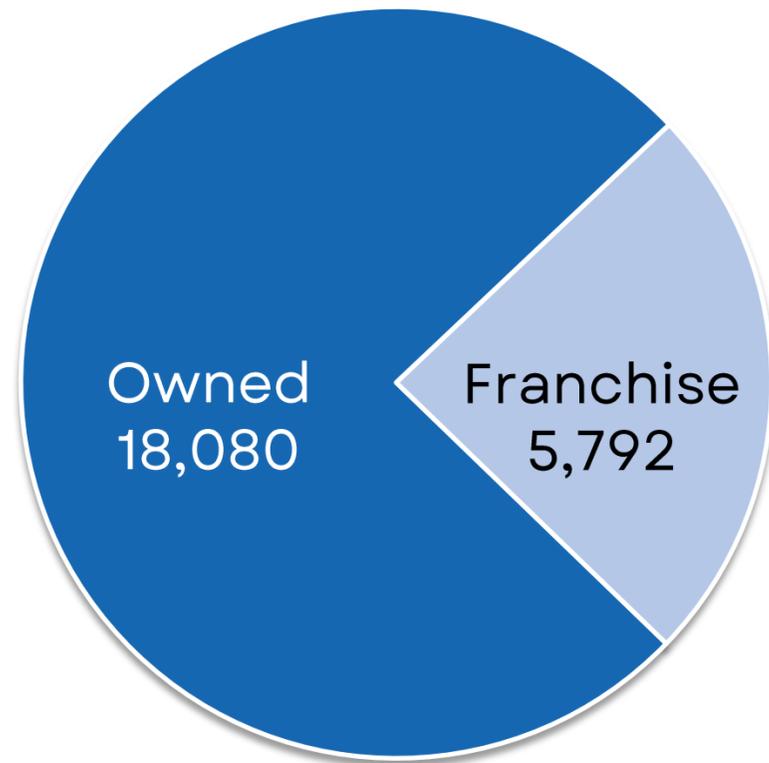
Receive package



OPERATIONAL NETWORK



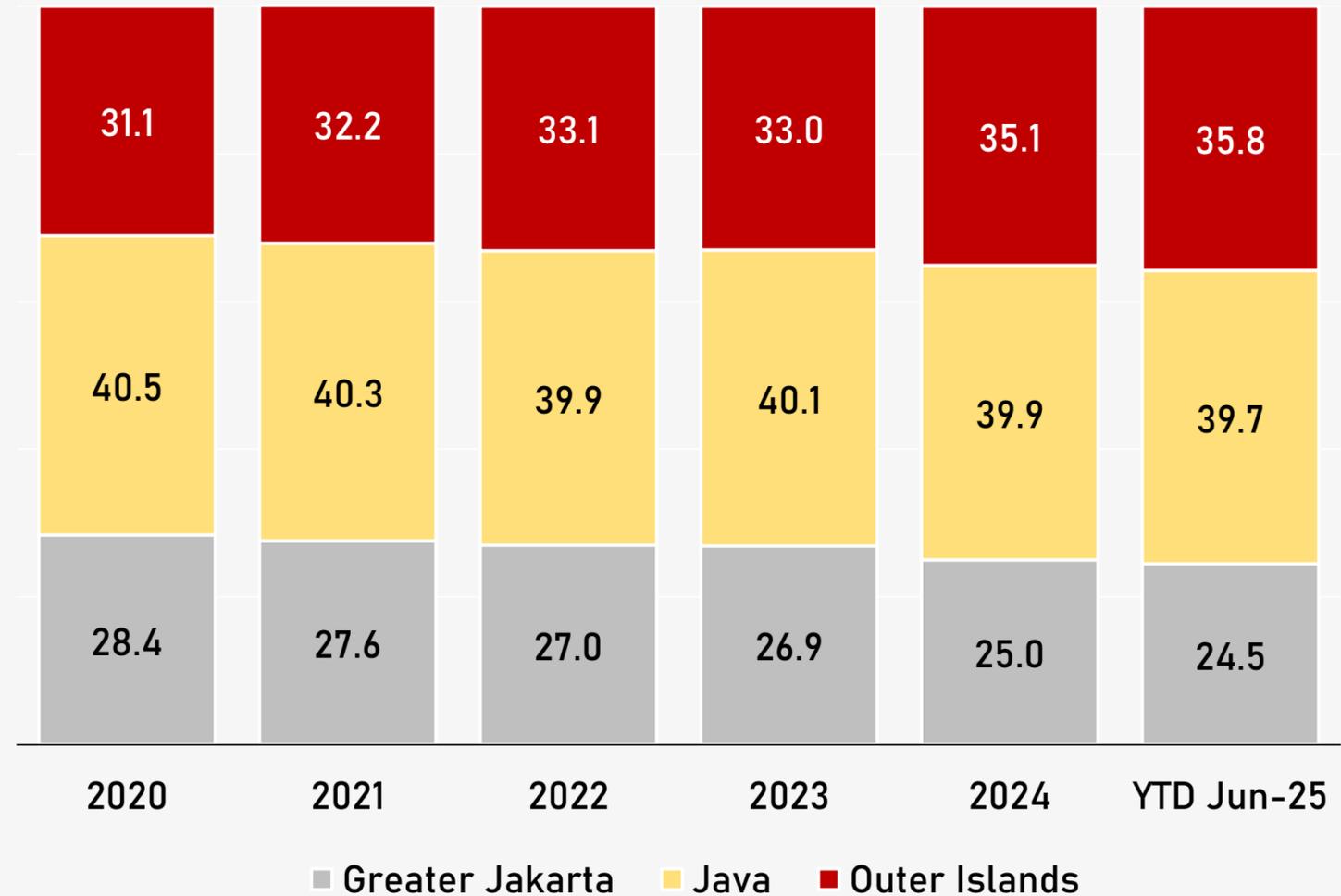
STORES NETWORK



YTD Jun-25

- Total stores: 23,872
- Net addition: 595

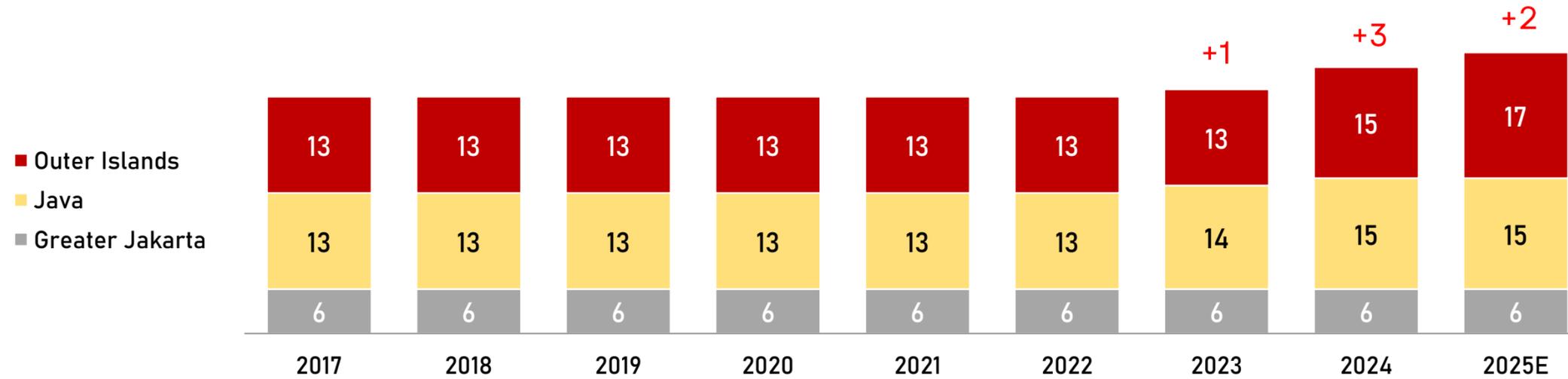
Store Geographical Breakdown (%)



The growing potential in Outer Islands shall continue the store expansion within the region.

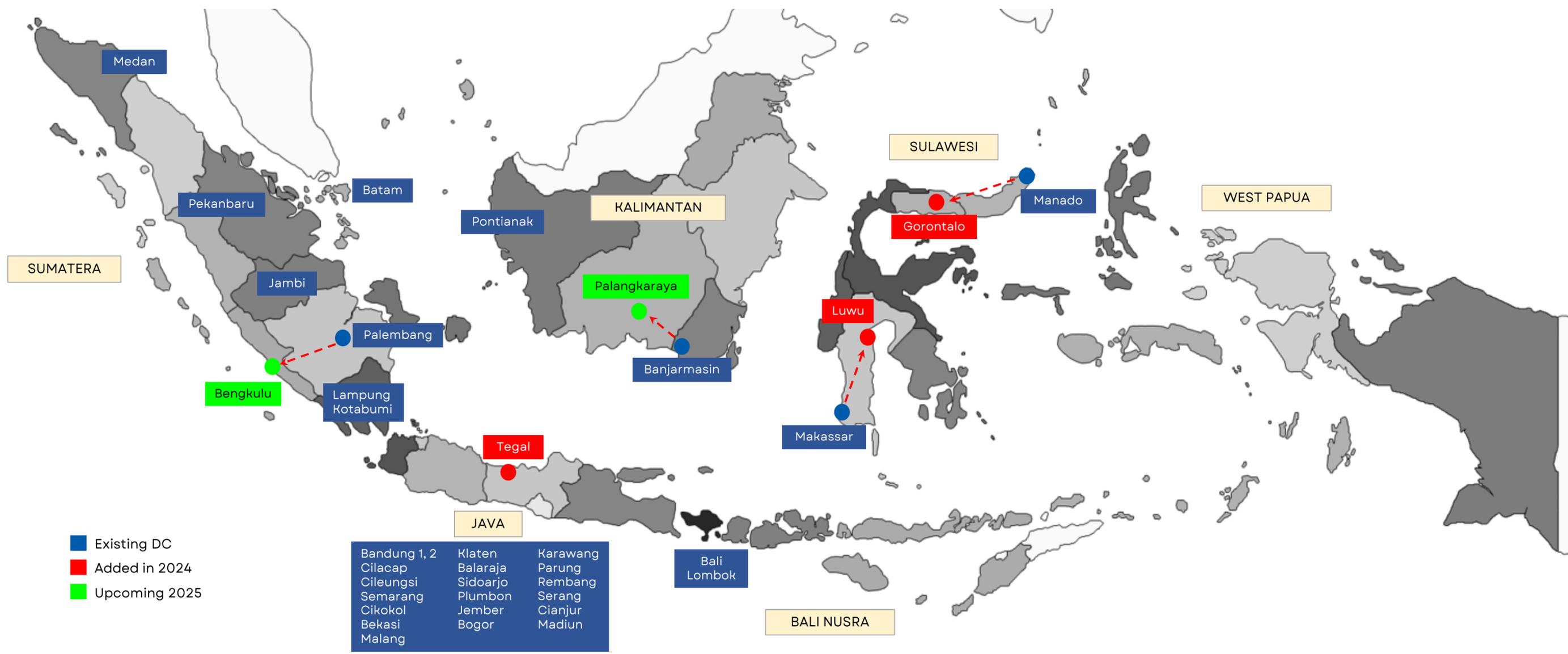
DISTRIBUTION CENTERS

Alfamart – Distribution Centers



- As of YTD Jun-25, we operate 48 warehouses (Alfamart, Alfamidi, and Dan+Dan), along with 24 depots and 19 store hubs strategically located across Indonesia.

EXPANSION PLAN



New DCs expand network coverage, enhance supply chain efficiency, and drive long-term OPEX optimization.

SUSTAINABILITY



SUSTAINABILITY

ESG

Sustainable Energy

- **Alfamart**
 - Has installed solar panels in 32 branches + 2 stores
 - YTD Jun-25, reduction of ~3,085tons CO₂ emissions
 - Under construction: 2 branches (Gorontalo & Luwu)
- **Alfamidi**
 - Has utilized solar panels in 7 branches and 18 Super stores
 - YTD Jun-25, reduction of ~596tons CO₂ emissions
 - Under construction: 2 branches + 16 Alfamidi Super stores

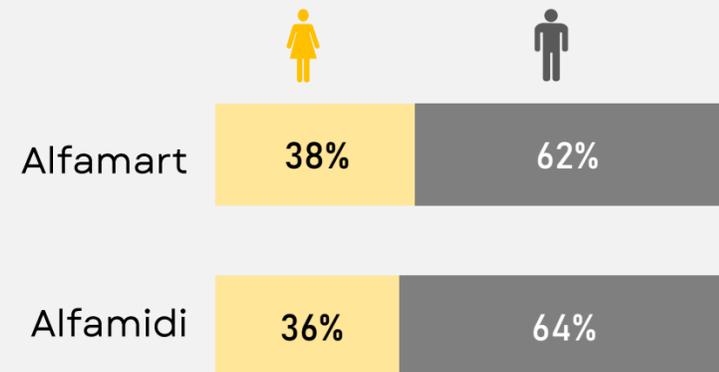


Reduction of Plastic Bag

In YTD Jun-25, the transactions with plastic bags have been reduced to 34.7% in Alfamart and 23.0% in Alfamidi.

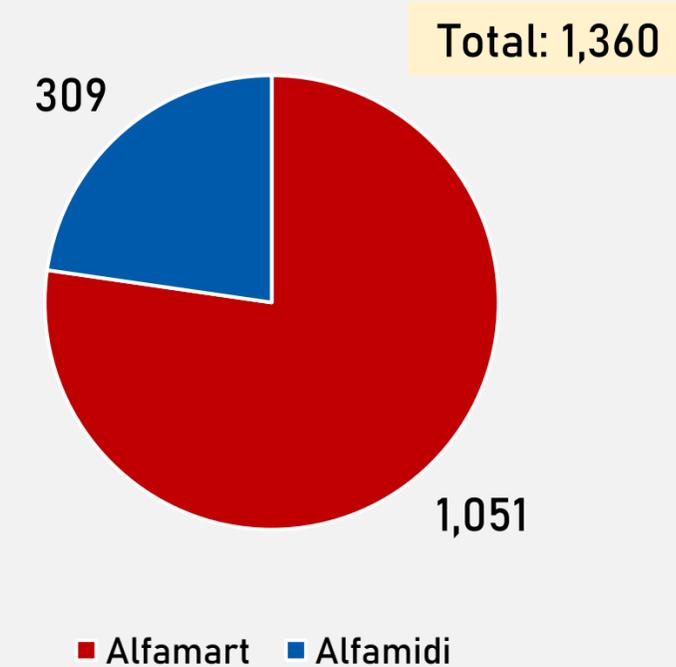


Gender Diversity



Alfability

The Company's program, initiated in 2016, offers employment opportunities for individuals with disabilities, ensuring equal career development.



EMPLOYEE ENGAGEMENT

Employee-Focused Activities



VOICE OF EMPLOYEE

Employee Survey

Happiness (8.6/10)*	Satisfaction (3.5/4)*
<ul style="list-style-type: none"> • Job • Peer • Superior • Organization 	<ul style="list-style-type: none"> • Engaging & balanced workload • Employee development • Employee involvement • Appreciation & recognition • Employee feedback & engagement

- Conducted annually
- ~111,000 respondents*
- Carried out in the head office, warehouse, and store levels

*2024 Survey



THANK YOU

PT SUMBER ALFARIA TRIJAYA TBK.

Alfa Tower
Alam Sutera, Tangerang
Indonesia